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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

AUGUST 1984 SALES FIGURES FOR METAL TREATING INDUSTRY INCREASE 32.1% OVER AUGUST 1983 TOTAL

The August 1984 sales total amounted to $36.6 million, up from $27.7 million in August, 1983.

For all of 1984, the Commercial Heat Treaters have recorded total billings of $287.1 million, an increase of 40.0% over the 1983 total for this period of $205.1 million.

All nine MTI districts recorded gains over the August 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	August 84 vs. August 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	25.1	24.7
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	23.0	30.0
3	South Central (W.PA-OH-IN-KY)	38.2	46.0
4	Michigan	36.2	57.7
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	53.1	40.6
6	North Central (IL-WI-MN-MO-IA)	24.8	44.9
7	Pacific Coast (So.CA-AZ)	25.9	25.1
8	Southwest (TX-OK-AR-CO-LA-UT)	61.8	40.1
9	Northwest (No.CA-OR-WA-B.C.)	18.1	34.3

METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
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ANALYSIS OF NATIONAL BILLINGS

AUGUST, 1984

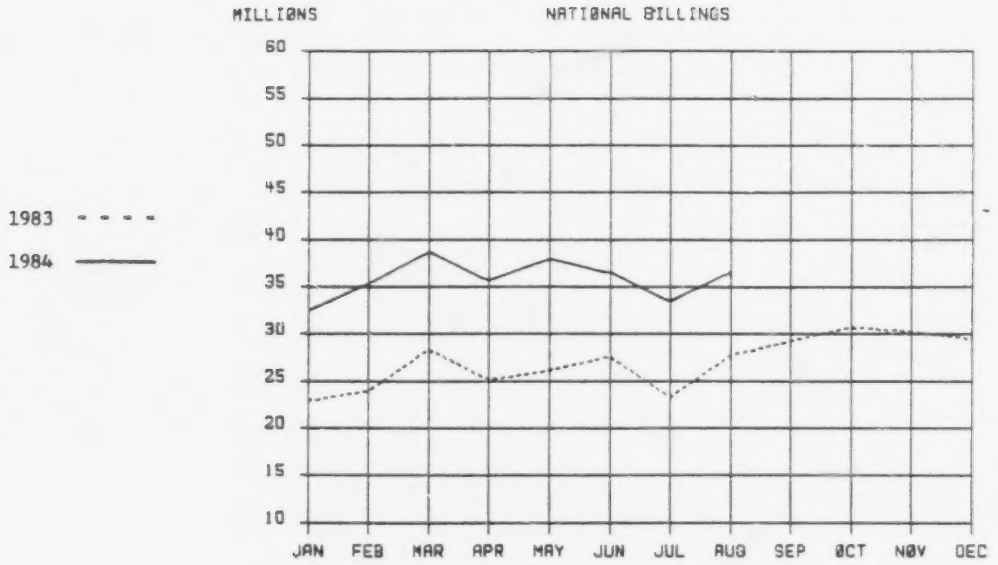
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	27722.6	36626.3	32.1	100.0	100.0
Dist. 1	15	1542.6	1930.5	25.1	5.6	5.3
Dist. 2	41	4401.5	5412.3	23.0	15.9	14.8
Dist. 3	52	4591.2	6344.5	38.2	16.6	17.3
Dist. 4	27	4272.1	5817.3	36.2	15.4	15.9
Dist. 5	19	1139.6	1745.0	53.1	4.1	4.8
Dist. 6	40	5985.0	7469.4	24.8	21.6	20.4
Dist. 7	36	3570.8	4494.7	25.9	12.9	12.3
Dist. 8	27	1810.1	2928.9	61.8	6.5	8.0
Dist. 9		409.6	483.6	18.1	1.5	1.3
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	205098.4	287096.8	40.0	100.0	100.0
Dist. 1	12755.6	15902.5	24.7	6.2	5.5
Dist. 2	34692.8	45100.0	30.0	16.9	15.7
Dist. 3	33698.6	49206.2	46.0	16.4	17.1
Dist. 4	30134.9	47508.3	57.7	14.7	16.5
Dist. 5	8570.4	12052.1	40.6	4.2	4.2
Dist. 6	41514.4	60151.0	44.9	20.2	21.0
Dist. 7	26063.4	32594.0	25.1	12.7	11.4
Dist. 8	14661.5	20545.2	40.1	7.1	7.2
Dist. 9	3006.8	4037.4	34.3	1.5	1.4

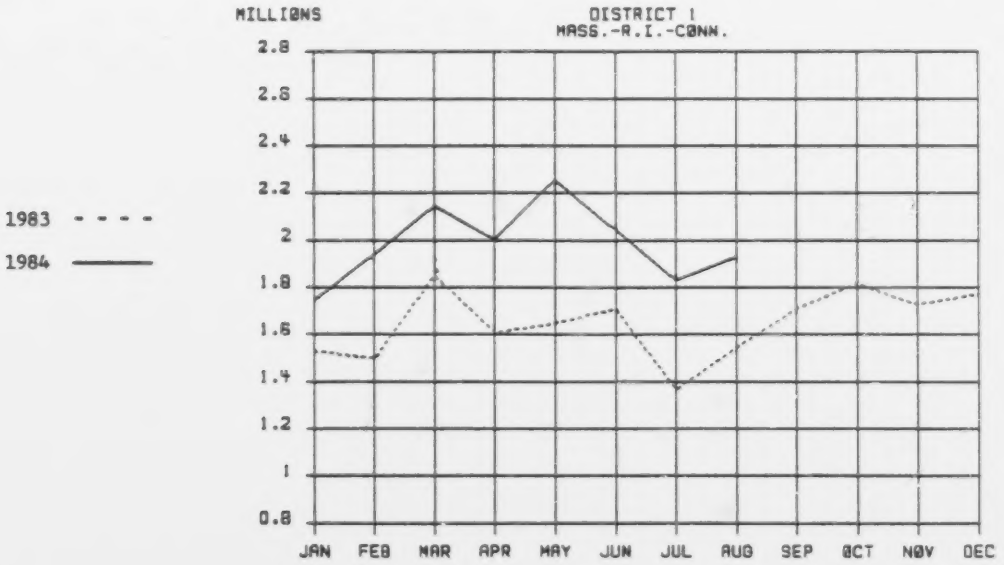
[1] Total MTI membership including firms that do not participate in monthly analysis.



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	42.3	47.7	36.4	42.0	45.3	32.4	44.3	32.1				
% Change	Cumulative	42.3	45.1	41.8	41.8	42.6	40.7	41.2	40.0				



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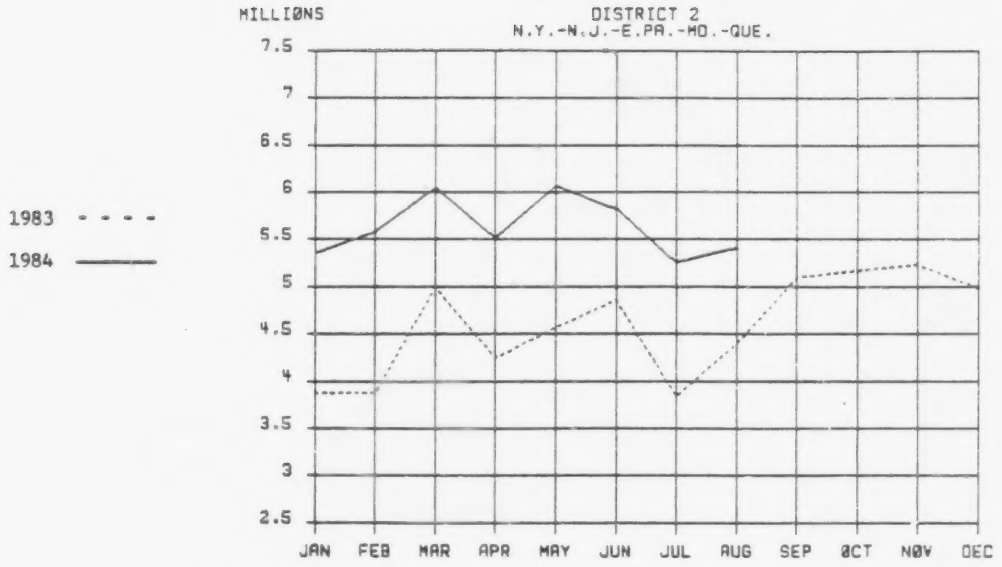
1984 ———

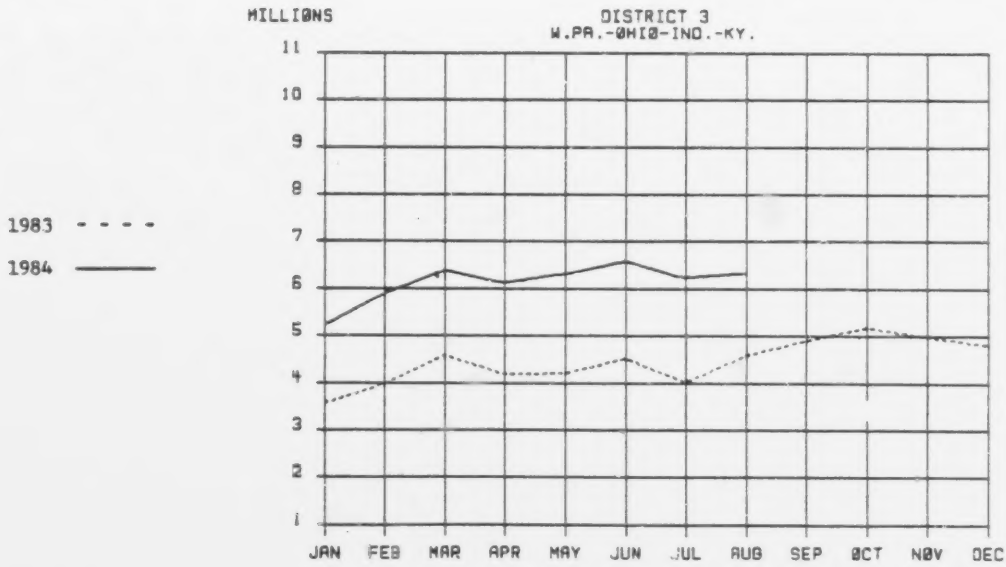
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.9	29.5	16.0	24.9	36.8	19.6	34.1	25.1				
% Change	Cumulative	13.9	21.6	19.5	20.8	24.1	23.3	24.6	24.7				



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	38.0	44.1	21.0	29.8	32.9	20.0	36.8	23.0				
% Change	Cumulative	38.0	41.0	33.2	32.4	32.5	30.2	31.0	30.0				



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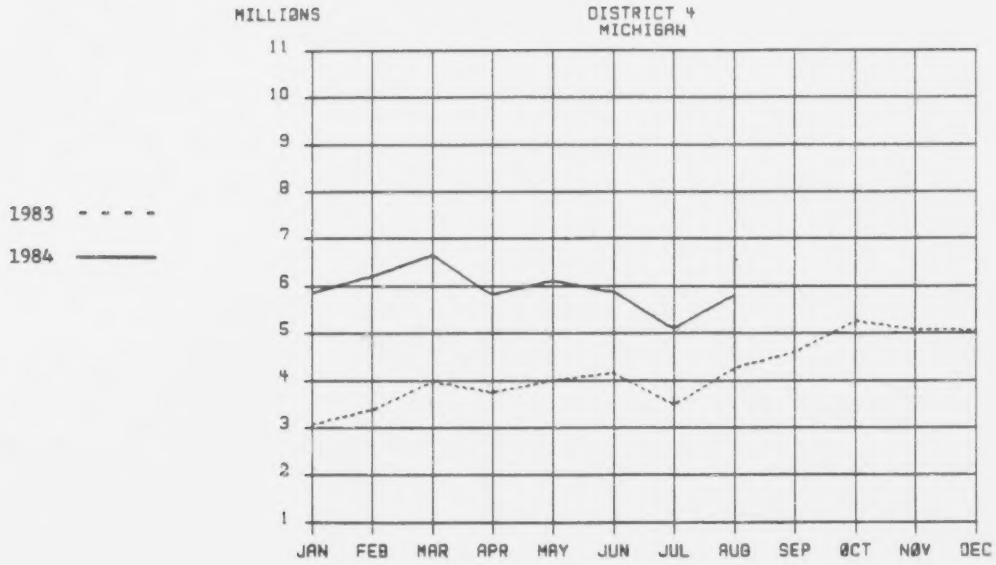
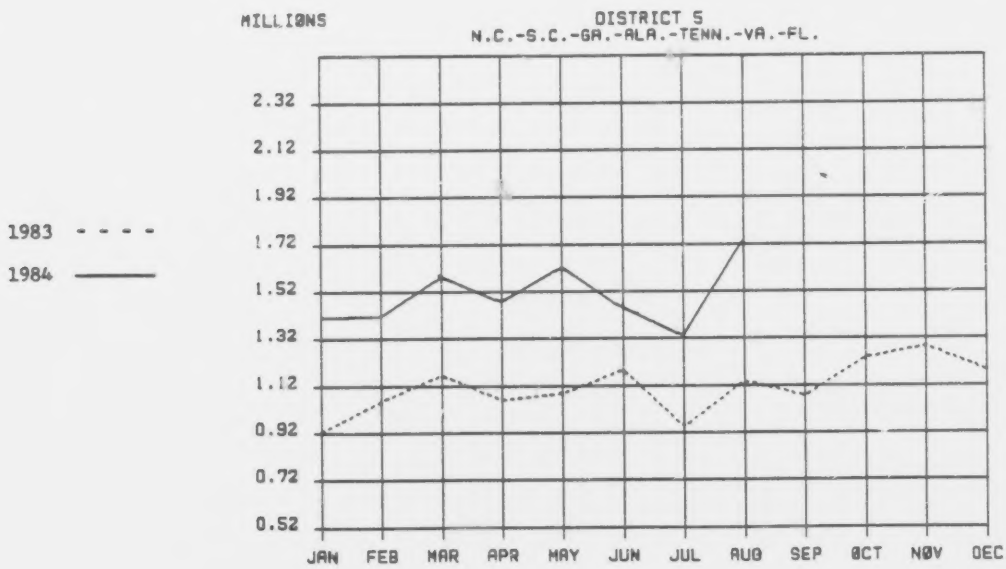
1984 ———

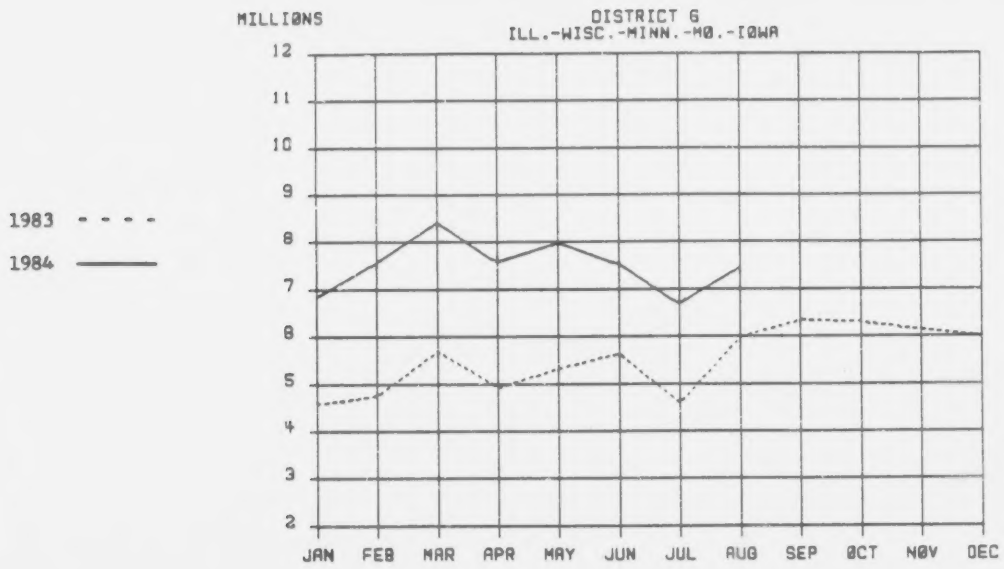
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	46.9	47.8	39.4	46.8	50.4	45.3	55.3	38.2				
% Change	Cumulative	46.9	47.4	44.4	45.0	46.1	46.0	47.3	46.0				



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	90.5	83.2	67.2	55.4	52.9	41.4	46.4	36.2				
% Change	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5	61.2	57.7				



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	52.6	34.3	35.7	39.5	49.5	22.1	41.2	53.1				
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3	38.7	40.6				



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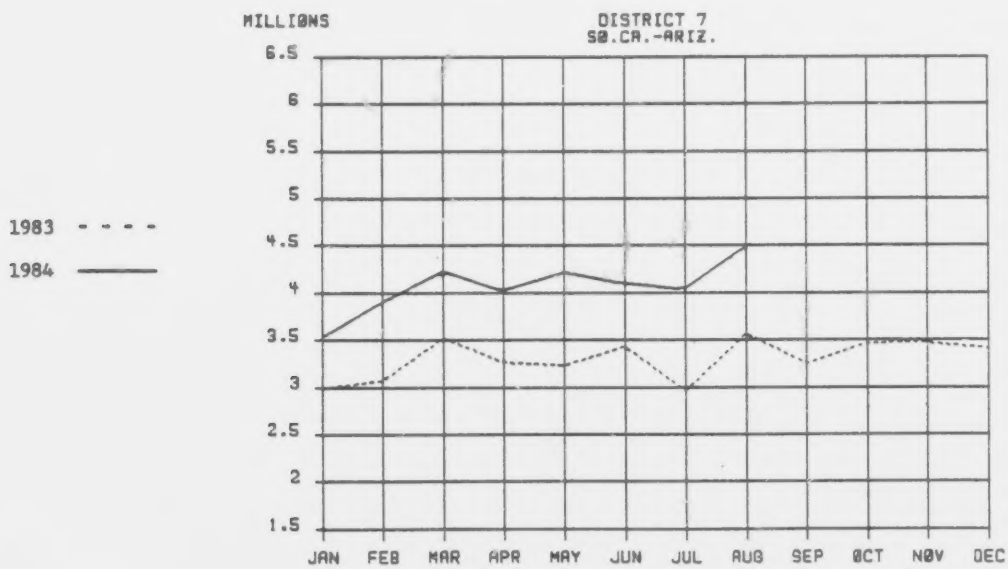
1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	49.6	59.1	47.7	54.2	50.0	33.6	46.1	24.8				
% Change	Cumulative	49.6	54.5	51.9	52.5	51.9	48.6	48.3	44.9				



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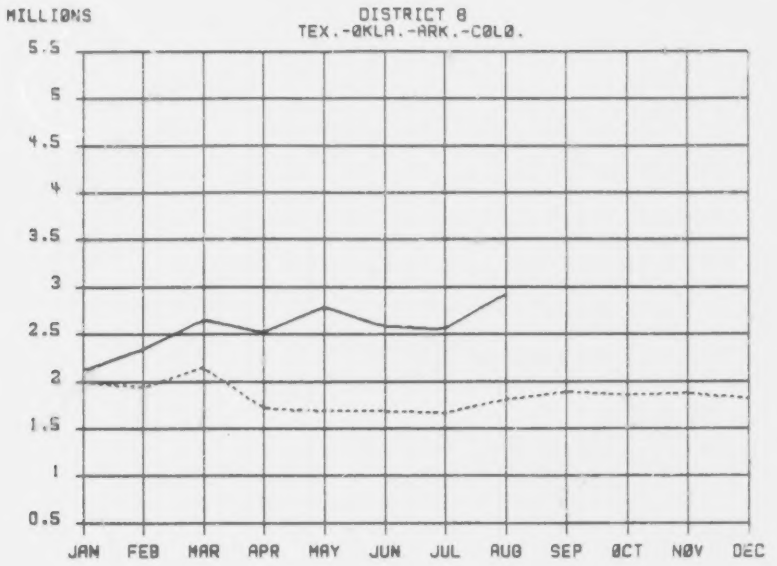
1984 ———

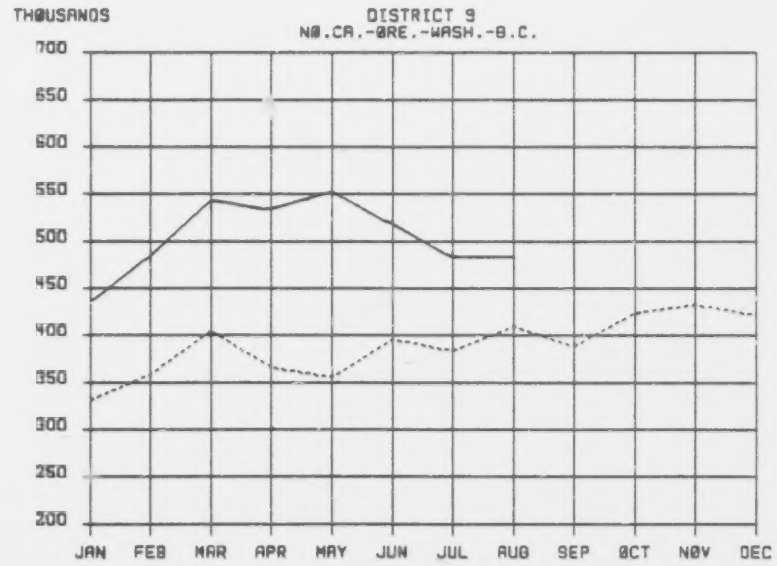
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	18.4	27.2	20.0	23.5	30.6	19.6	36.6	25.9				
% Change	Cumulative	18.4	22.8	21.8	22.2	23.9	23.2	24.9	25.1				



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8	54.2	61.8				
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5	37.1	40.1				



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0	26.0	18.1				
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7	36.8	34.3				